

## EVALUATION SHEET

## Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS

Firm

VERIZON

Committee Member

P. KOLMETZ

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25	8	200
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20	6	120
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		785

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS

Firm TELCOR

Committee Member P KOLMEIER

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25	8	200
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25	8	200
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	6	60
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20	8	160
Quality of proposal submission/oral presentations	5	8	40
<b>GRAND TOTAL</b>	100		<b>660</b>

## Legend:

**Outstanding**  
10 points

**Adequate to Good**  
6-8 points

**Marginally Acceptable**  
3-4 points

**Unacceptable**  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Exhibit B-2

EXHIBIT C  
Rescoring of RFP Process

Bid #05-7788-11SW

Hi-Speed Internet Access

First Round Scoring with Price 30 Percent

Committee Member	Sprint	Verizon	TelCove	Christopher Comm
April Lucy	300	770	770	670
Lloyd Brown	240	830	750	575
Michael Hubbard	390	800	735	690
Paul Kolmetz	180	780	820	470
TOTALS	1110	3180	3075	2405

	Rankings	Score
Verizon	1	3180
TelCove	2	3075
Christopher Communication	3	2405
Sprint	4	1110

Bid #05-7788-11SW

Hi-Speed Internet Access

Second Round Scoring with Price 30 Percent

Committee Member	Verizon	TelCove
April Lucy	785	785
Lloyd Brown	820	800
Michael Hubbard	830	840
Paul Kolmetz	765	660
TOTALS	3200	3085

	Rankings	Score
Verizon	1	3200
TelCove	2	3085

EXHIBIT D  
Rescinded Sheets

1. First Round of Scoring with Price 30 percent
2. Second Round of scoring with Price 30 percent.

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Verizon

Committee Member April Lucy

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	7	<del>210</del> 210
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	<del>780</del> 770

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P.03

96%

804 6523151

JAN-12-2006 10:56

Exhibit D-1

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Tel Cove

Committee Member April Lucy

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>28</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>28</del> 20	7	<del>175</del> 140
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	7	70
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	8	<del>160</del> 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	<del>765</del> 770

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P.04

96%

B04 6523151

JAN-12-2006 10:56

Exhibit D-1

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Christopher Communications

Committee Member April Lucy

P.05

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	7	175 140
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	7	175 140
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	6	180 120
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	X	680 670

Page 48 of 70

95%

804 6523151

JAN-12-2006 10:56

Exhibit D-1

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Sprint

Committee Member April Lucy

P.02

## Legend:

**Outstanding**  
10 points

**Adequate to Good**  
6-8 points

**Marginally Acceptable**  
3-4 points

**Unacceptable**  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	0	0
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	0	0
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	0	0
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	10	<del>200</del> 300
Quality of proposal submission/oral presentations	5	0	0
<b>GRAND TOTAL</b>	100		<del>200</del> 300

Only a quote was submitted.

96%

804 6523151

JAN-12-2006 10:55

Exhibit D-1



# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm VERIZON

Committee Member Lloyd Brown

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	28 20	8 8	200 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	28 20	8 8	200 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	28 30	8 8	160 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	50	830

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/08 THU 10:41 [TX/RX NO 9078]

P.07

96%

804 6523151

JAN-12-2006 10:56

Exhibit D-4

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm Tel CoveCommittee Member Lloyd BrownLegend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	8	200 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	7	175 140
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	8	160 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	45	745

750

01/12/06 THU 10:41 [TX/RX NO 9078]

P.08

95%

B04 6523151

JAN-12-2006 10:56

Exhibit D-1

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm Christopher CommunicationsCommittee Member Lloyd Brown

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	6	150 120
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	28 20	8	280 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	3	30
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	6	120 180
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100	34	585

575

## Legend:

Outstanding  
10 pointsAdequate to Good  
6-8-pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 10:41 (TX/RX NO 8078)

804 6523151

JAN-12-2006 10:56

Exhibit D-1

96%

P.09

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Sprint

Committee Member Lyle Brown

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	0	0
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	3	75 60
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	0	0
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	6	180 120
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100	9	195

240

01/12/06 THU 10:41 [TX/RX NO 9076]

P.06

95%

804 6523151

JAN-12-2006 10:56

Exhibit D-1

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS

Firm VERIZONCommittee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	10	100
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>25</del> 30	6	<del>120</del> 180
Quality of proposal submission/oral presentations	5	10	50
GRAND TOTAL	100		<del>820</del> 800

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 09:18 [TX/RX NO 9073]

JAN-12-2006 10:57

804 6523151

95%

P.11

Exhibit D-1

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm TELCORCommittee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	28 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	6	<del>150</del> 120
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	7	105
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	7	70
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	28 30	8	<del>160</del> 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		725

735

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 09:18 [TX/RX NO 9073]

804 6523151

JAN-12-2006 10:57

P.12

95%

Exhibit D-1

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm CHRISTOPHER COMCommittee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	28 20	8	200 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	28 20	8	200 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	6	60
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	28 30	6	120 180
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		710 690

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 09:18 [TX/RX NO 9073]

804 6523151

96%

P.13

JAN-12-2006 10:57

Exhibit D-1

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm SPRINTCommittee Member MICHAEL HUBBARD

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	0	0
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	3	75 60
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	6	90
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	0	0
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	25 30	8	160 240
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100		325

390

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 09:16 [TX/RX NO 9073]

804 6523151

95%

P.10

JAN-12-2006 10:57

Exhibit D-1



## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm VERIZONCommittee Member PAUL KOLMETZ

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	7	175 140
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	7	175 140
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	10	100
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	25 30	7	210 140
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		780

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

[TX/RX NO 9077]

01/12/06 THU 10:16

804 6523151

JAN-12-2006 10:57

Exhibit D.1

95%

P.15

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm TELCORCommittee Member PAUL KULMETZ

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	8	200 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	8	200 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	7	105
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	6	60
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	10	300 200
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		820

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

01/12/06 THU 10:16 AM TX/RX NO 9077

B04 6523151

JAN-12-2006 10:58

Exhibit D-1

95%

P.16

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm CHRISTOPHER COMMUNICATIONSCommittee Member PAUL KILMETZLegend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	6	150 120
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	3	75 60
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	3	30
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	25 30	6	180 120
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		455 470

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JAN-12-2006 10:58

Exhibit D-1

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## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm SPRINTCommittee Member PAUL KOLMETZ652  
3157

01/12/06 THU 10:16 [TX/RX NO 9077]

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JAN-12-2006 10:57

Exhibit D-1

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	0	0
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	0	0
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	0	0
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	6	120 180
Quality of proposal submission/oral presentations	5	0	0
GRAND TOTAL	100		180

# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm Tel Cove

Committee Member April Lucy

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	3	45
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	10	<del>200</del> 300
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		<del>765</del> 785

785

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm VerizonCommittee Member April Lucy

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Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	9	135
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	7	<del>210</del> 210
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		<del>795</del> 785

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Exhibit D-2

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm VerizonCommittee Member Lloyd BrownLegend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>250</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	10	100
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>25</del> 30	7	<del>175</del> 210
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		<del>830</del> 820

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## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm TeleoveCommittee Member Lloyd Brown

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	0	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	8	<del>160</del> 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		800

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Exhibit D-2

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# EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLS

Firm VETIZON

Committee Member MICHAEL LIVERMAN

## Legend:

Outstanding  
10 points

Adequate to Good  
6-8 points

Marginally Acceptable  
3-4 points

Unacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>25</del> 30	8	<del>160</del> 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		830

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Exhibit D-2

JAN-30-2006 10:35

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Committee Member MICHAEL HURBARD

**Legend:**

**Outstanding**  
**10 points**

**Adequate to Good**  
**6-8 points**

**Marginally Acceptable**  
**3-4 points**

**Unacceptable**  
**0 points**

**There is no 9, 5, 1, or 2**  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	<del>25</del> 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	8	120
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	6	60
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	<del>20</del> 30	10	<del>200</del> 300
Quality of proposal submission/oral presentations	5	8	40
<b>GRAND TOTAL</b>	100		<del>820</del>

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96%

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JAN-30-2006 10:35

### Exhibit D-2

01/30/06 MON 10:15 (TX/RX NO 9180)

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## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS  
HENRICO COUNTY PUBLIC SCHOOLSFirm VERIZONCommittee Member P. KOLMETZLegend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	10	150
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	8	80
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	25 30	6	<del>120</del> 180
Quality of proposal submission/oral presentations	5	7	35
GRAND TOTAL	100		<del>785</del> 765

11/18/2005 18:56 3286124

HCPS TECH SERVICE

01/02

PAGE 02

Exhibit D-2

## EVALUATION SHEET

Request for Proposal #05-7788-11SW

Project: ANNUAL CONTRACT, HIGH SPEED INTERNET ACCESS

HENRICO COUNTY PUBLIC SCHOOLS

Firm

TELCOVE

Committee Member

P KOUMETZ

Legend:Outstanding  
10 pointsAdequate to Good  
6-8 pointsMarginally Acceptable  
3-4 pointsUnacceptable  
0 points

There is no 9, 5, 1, or 2  
Multiply score by weight to  
obtain sub-total for criteria.  
Add up sub-total to obtain  
grand score.

\* Criteria and weights are  
customizable.

Criteria	Weight	Score	Sub-Total
Functional Requirements <ul style="list-style-type: none"> <li>Extent to which the proposal meets the RFP's functional requirements</li> <li>Compliance with the RFP's technical requirements</li> <li>Extent of modifications required to meet requirements</li> </ul>	25 20	8	<del>200</del> 160
Implementation Services <ul style="list-style-type: none"> <li>Project Approach</li> <li>Project Plan and Schedule</li> <li>Project Management</li> <li>Integration</li> <li>Current Workload and ability to complete required work within HCPS schedule</li> </ul>	25 20	8	<del>200</del> 160
Experience and Qualifications of Firm <ul style="list-style-type: none"> <li>Financial Stability of Firm</li> <li>References</li> </ul>	15	0	0
Experience and Qualifications of Proposed Staff <ul style="list-style-type: none"> <li>Team organization</li> </ul>	10	6	60
Price <ul style="list-style-type: none"> <li>Monthly base price</li> <li>Scalability</li> <li>Cost of additional and redundant bandwidth</li> </ul>	20 30	8	<del>160</del> 240
Quality of proposal submission/oral presentations	5	8	40
GRAND TOTAL	100		660

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